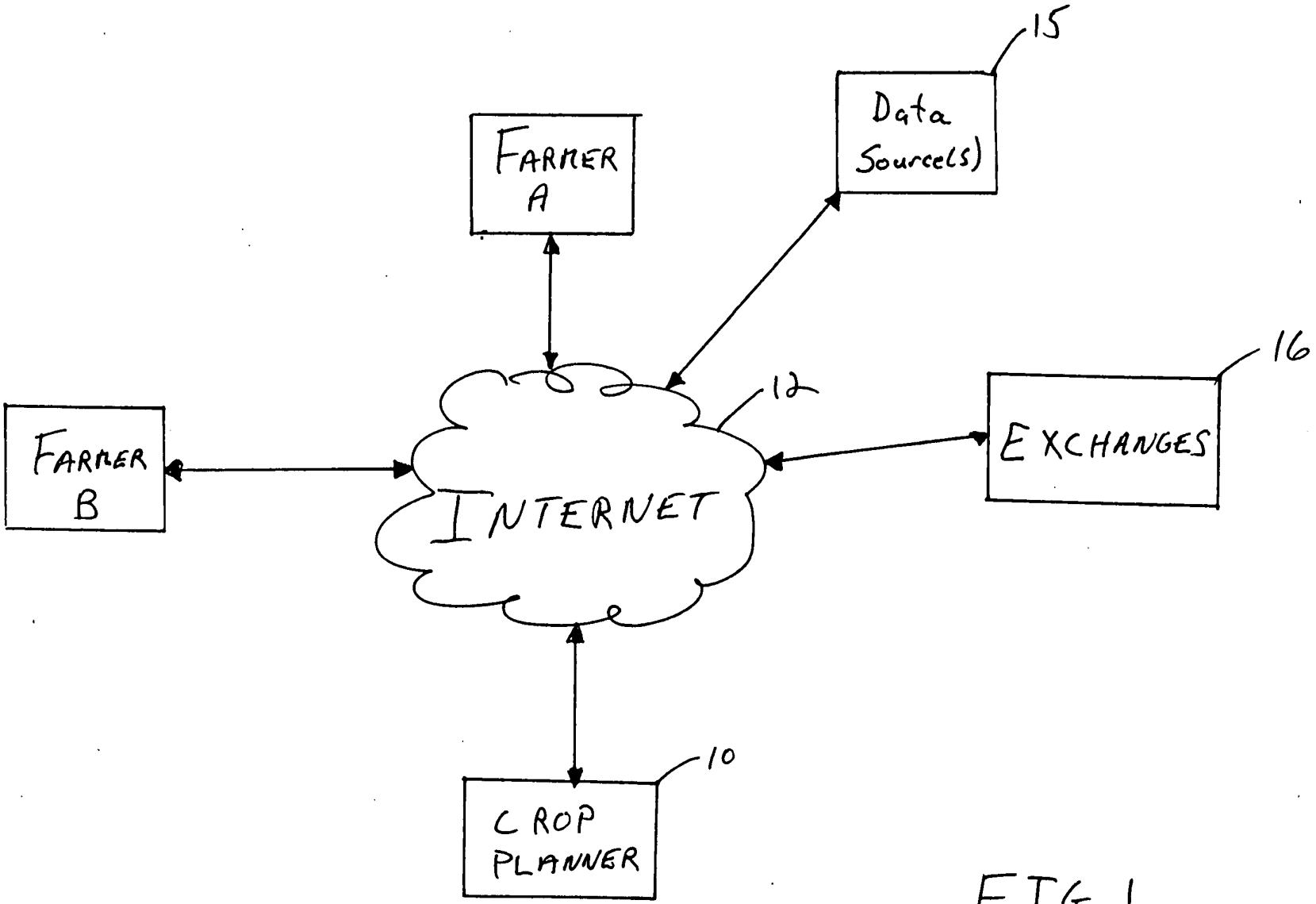

FIG. 1

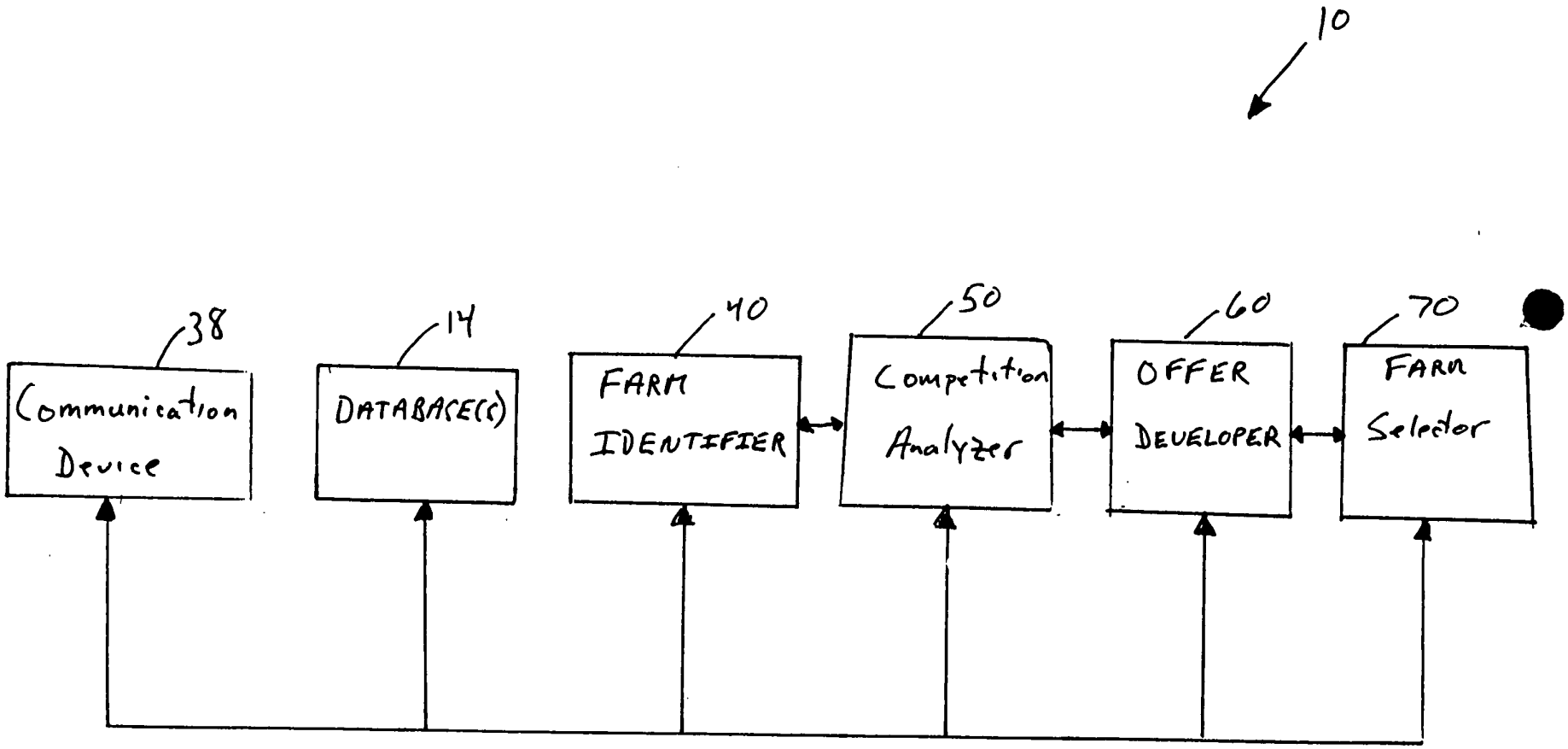
10
38
Communication Device
14
DATABASE(S)
40
FARM IDENTIFIER
50
Competition Analyzer
60
OFFER DEVELOPER
70
FARM Selector

FIG. 2

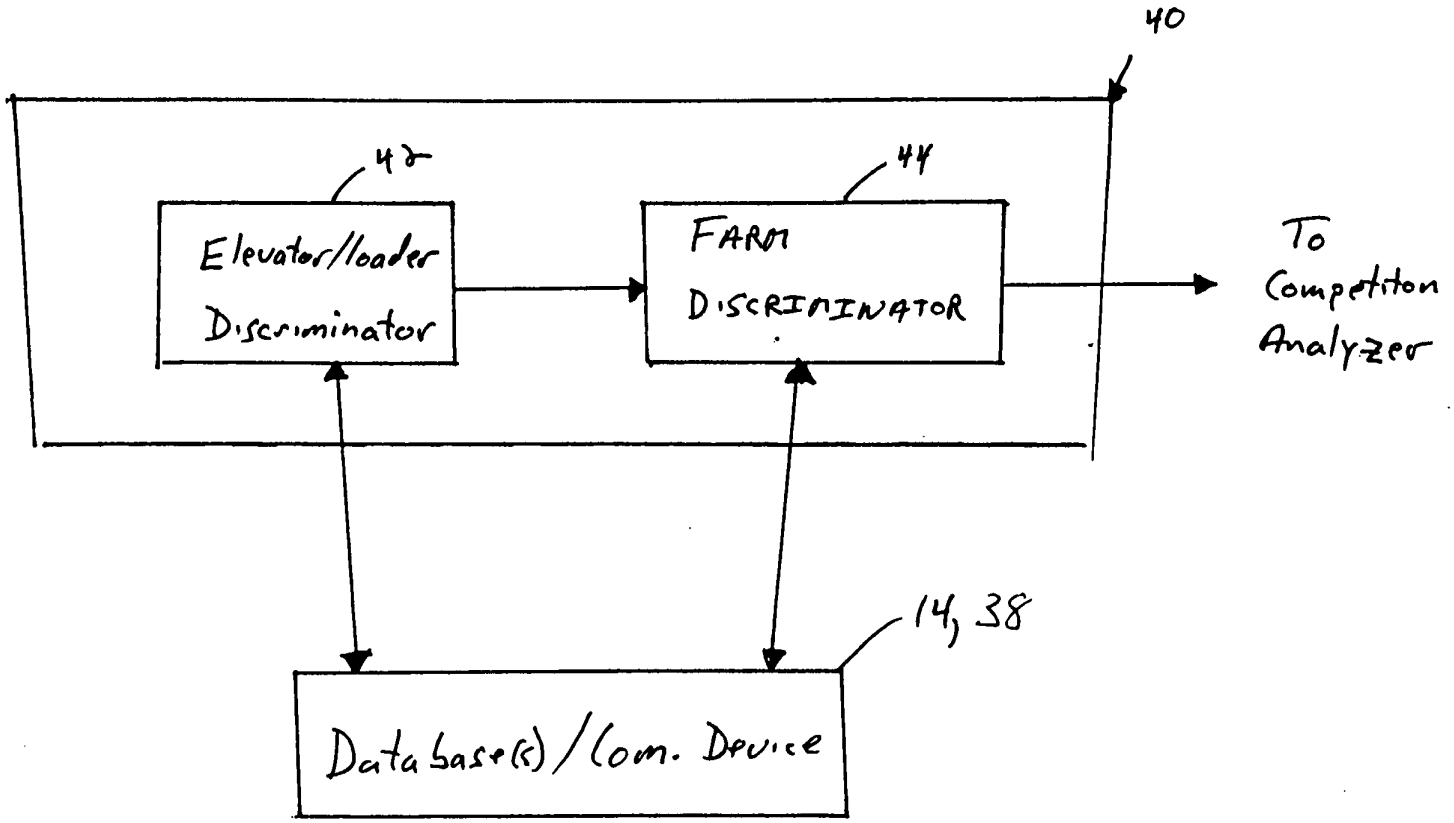
40
42
Elevator/loader
Discriminator
44
FARO
DISCRIMINATOR
To
Competition
Analyzer
14, 38
Database(s)/Com. Device

FIG 3

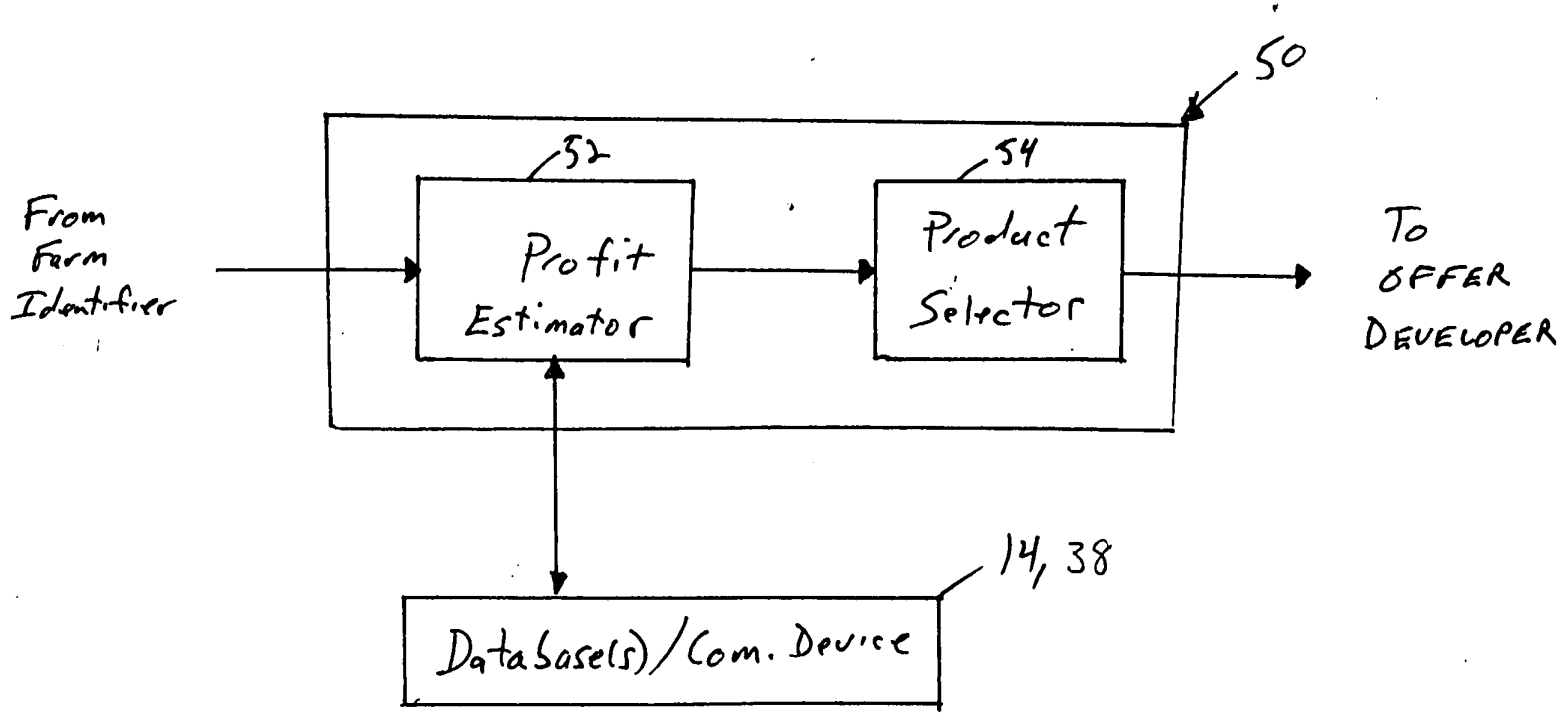
50
52
54
From Farm Identifier
Profit Estimator
Product Selector
To OFFER DEVELOPER
14, 38
DataBase(s)/Com. Device

FIG. 4

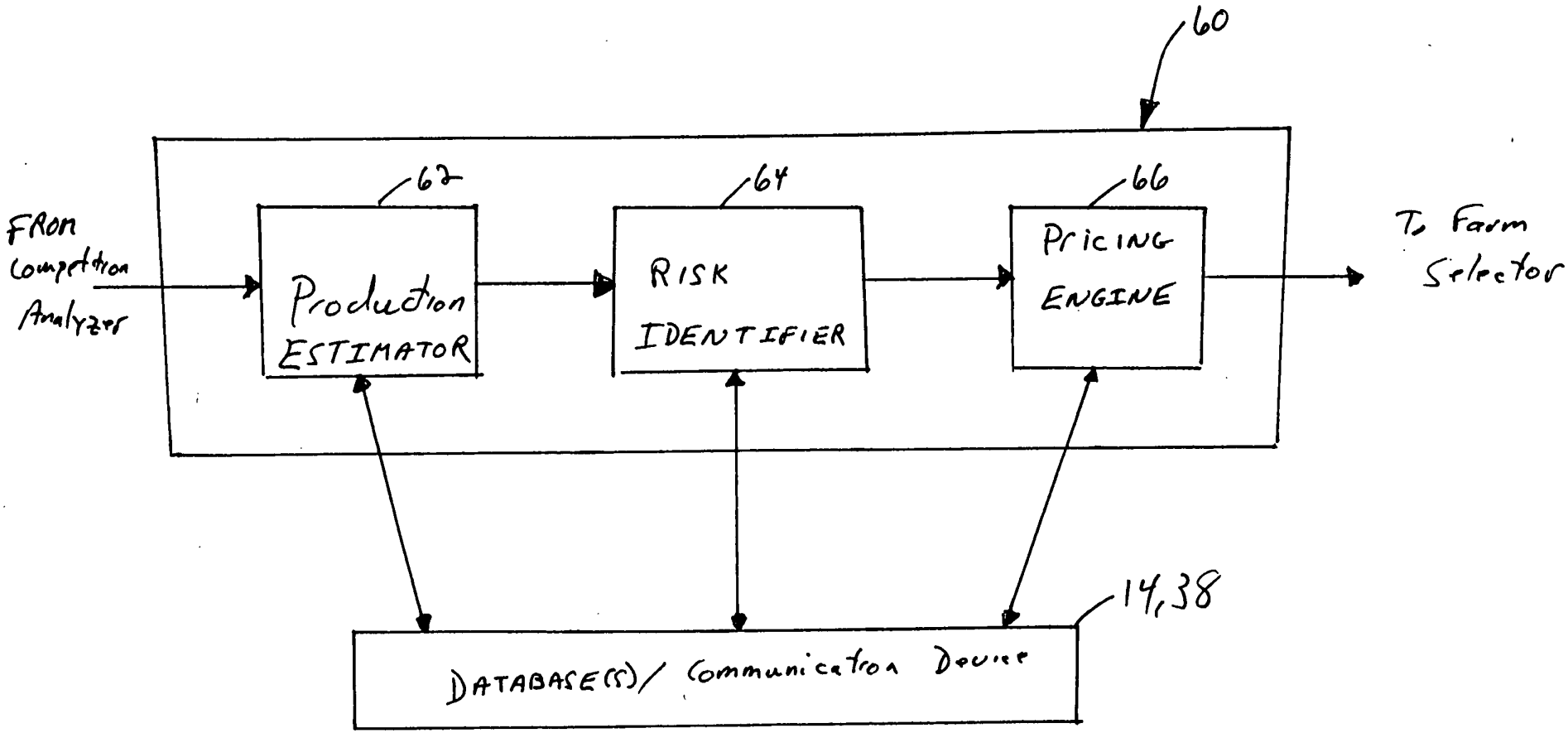
60
62
64
66
FROM Competition Analyzer
Production ESTIMATOR
RISK IDENTIFIER
Pricing ENGINE
To Farm Selector
14,38
DATABASE(S)/ Communication Device

FIG.5

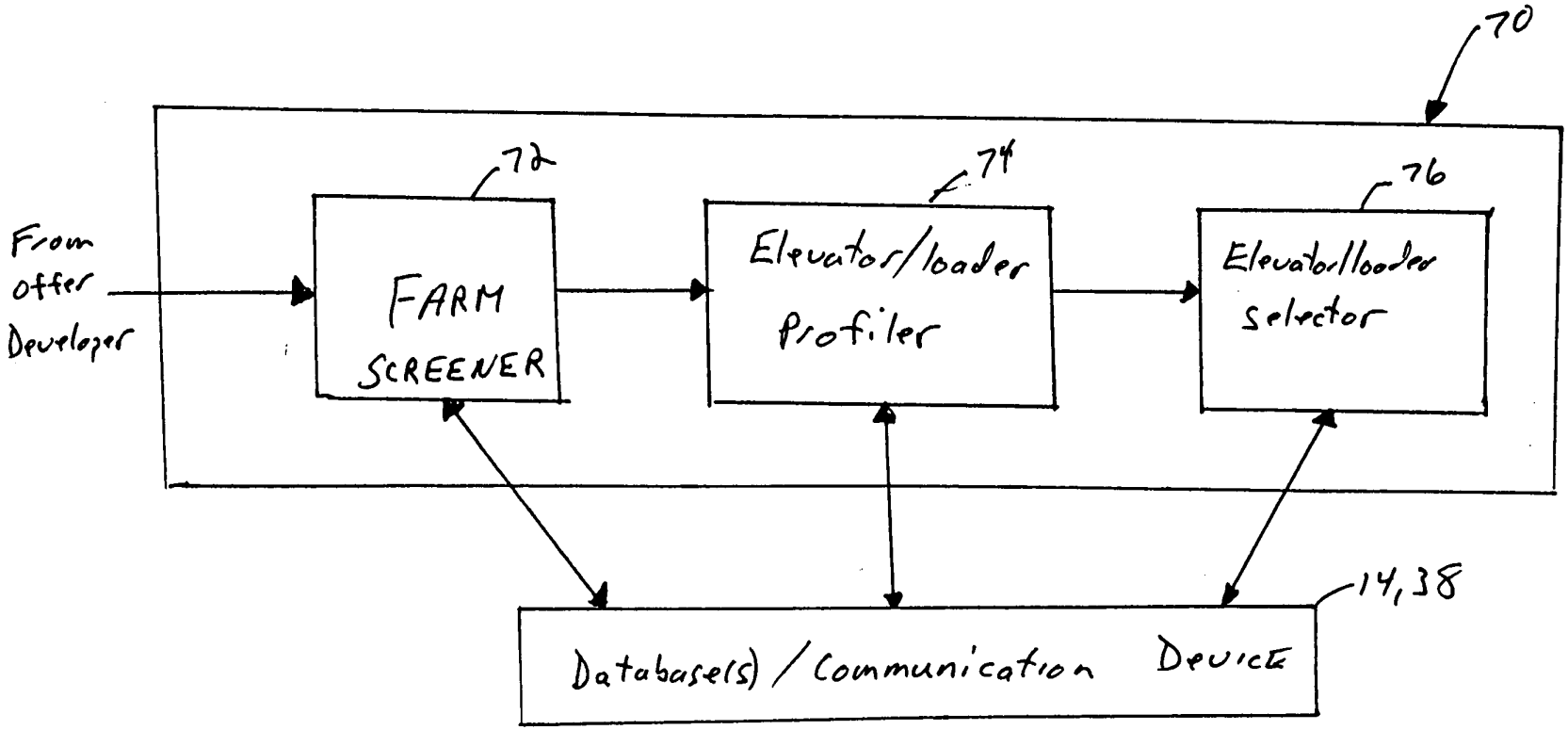
70
72
74
76
From offer Developer
FARM SCREENER
Elevator/loader Profiler
Elevator/loader selector
14, 38
Database(s) / Communication Device

FIG. 6

Top Level - Control Flow - 1

Assume:
1) one product type at a time being analyzed
2) one buyer location

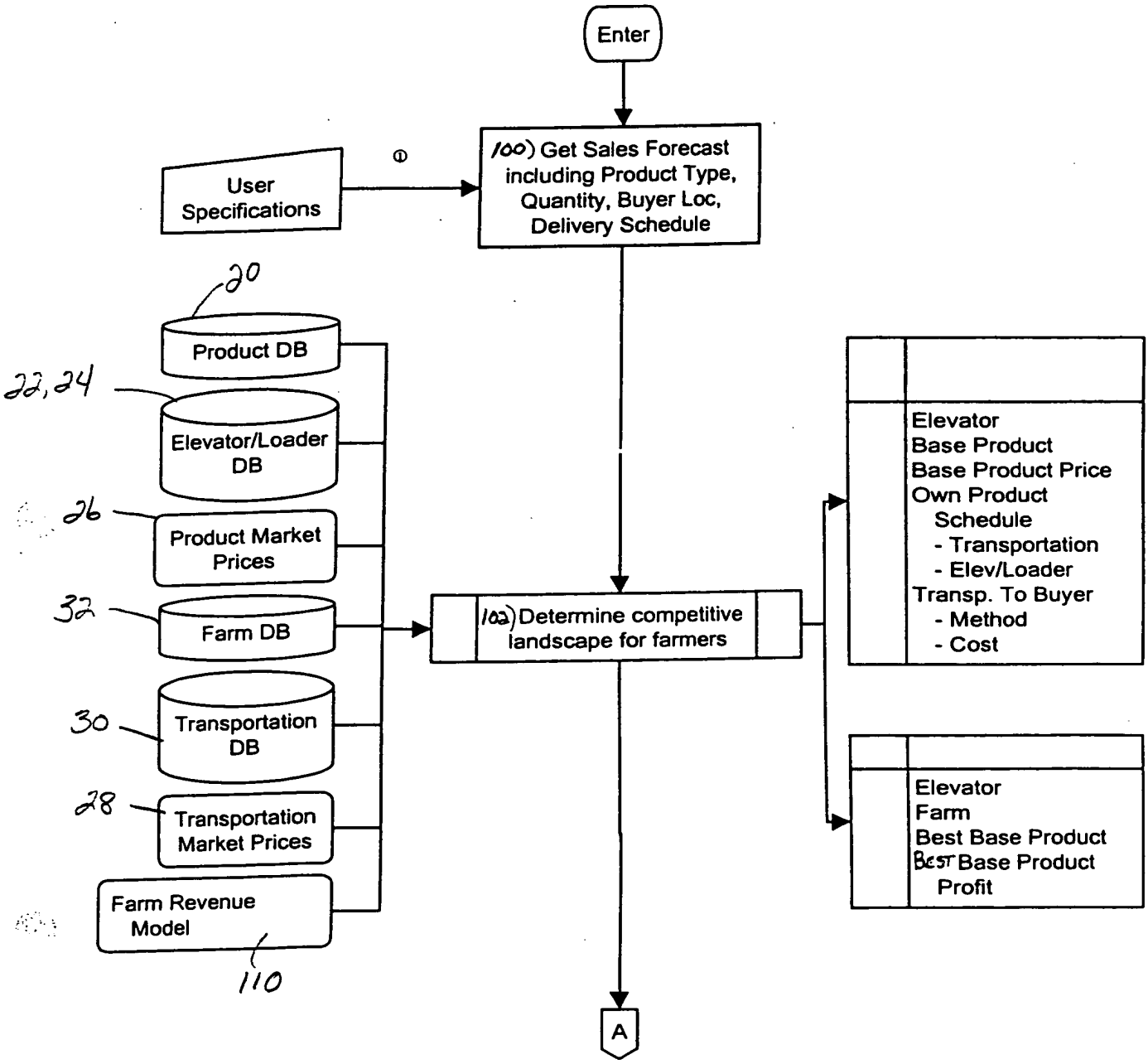

FIG. 7A

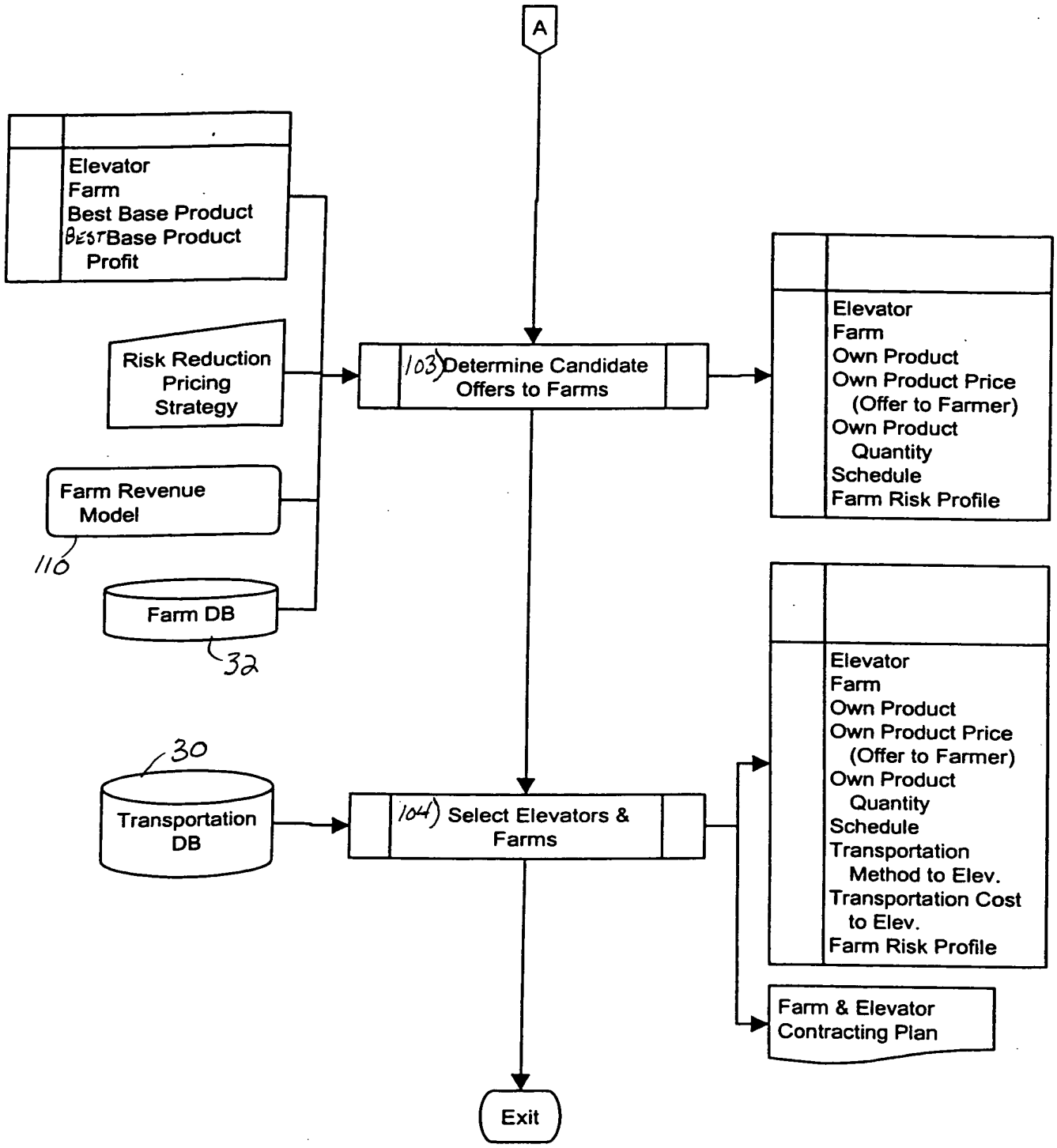
A
Elevator
Farm
Best Base Product
BEST Base Product
Profit
Risk Reduction Pricing Strategy
Farm Revenue Model
110
Farm DB
32
103) Determine Candidate Offers to Farms
Elevator
Farm
Own Product
Own Product Price (Offer to Farmer)
Own Product Quantity
Schedule
Farm Risk Profile
30
Transportation DB
104) Select Elevators & Farms
Elevator
Farm
Own Product
Own Product Price (Offer to Farmer)
Own Product Quantity
Schedule
Transportation Method to Elev.
Transportation Cost to Elev.
Farm Risk Profile
Farm & Elevator Contracting Plan
Exit

FIG. 7B

Top Level Control Flow – Table Illustrations

① Sales Forecast Table

Renessen Product #1

	June 2001	July 2001	August 2001	...
Chicks 4 U - Memphis	100	120	130	...

FIG. 8

Determine Competitive Landscape for Farmers - Control Flow - 1 (Outside Loop - Elevator/Loader).

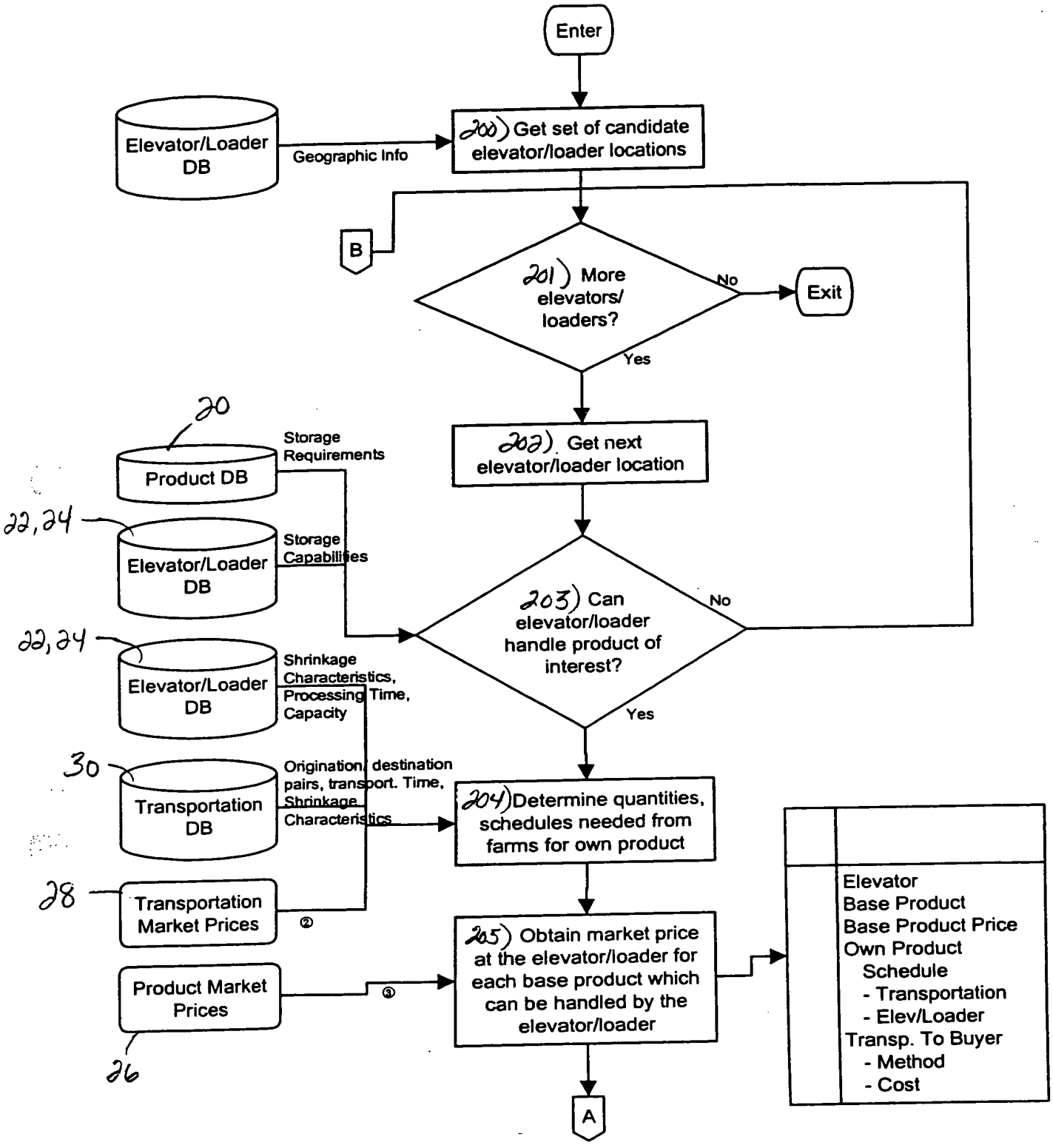

FIG. 9A

Determine Competitive Landscape for Farmers - Control Flow - 2 (Inside Loop - Farms)

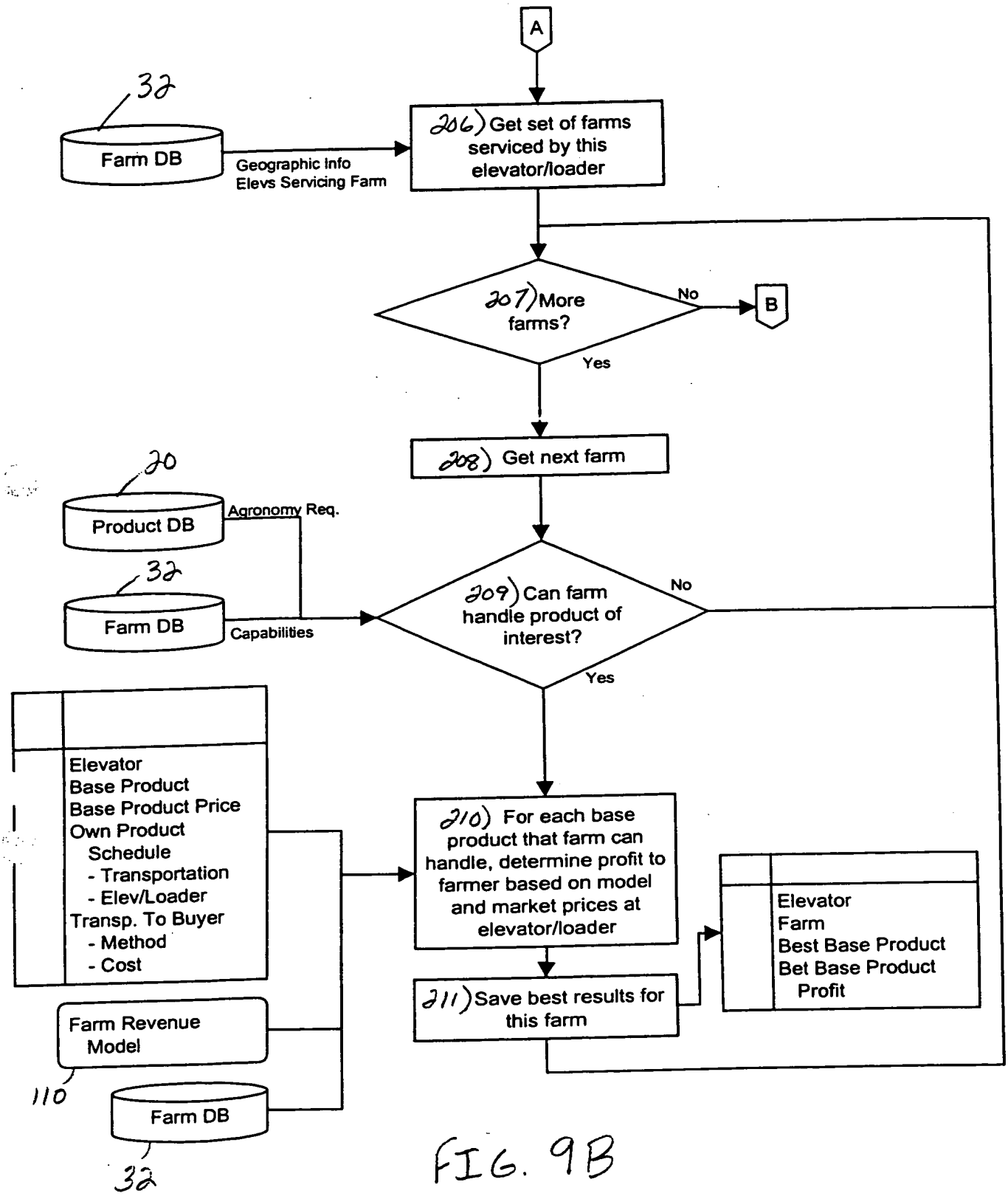

FIG. 9B

Determine Competitive Landscape for Farmers – Table Illustrations

② Transportation Market Prices (Source can be table or Internet "lookup")

Frick Trucking
#1 Yellow Corn Transportation Charges
June 2001

GreenGrey Railroad
#2 Yellow Corn Transportation Charges
June 2001

GreenGrey Railroad
#1 Yellow Corn Transportation Charges
June 2001

		Origination		
		Wichita	Omaha	...
Destination	Chicks 4 U Feed Mill	.01	.007	...
	Beef 4 All Feed Mill	.005	.01	...
	...	...	...	...

FIG. 10

③ Product Market Prices (Source can be table or Internet "lookup")

Product	Elevator/Loader	June 2001 Unit Price	July 2001 Unit Price	...
#1 Yellow Corn	Wichita	0.38	0.37	...
#1 Yellow Corn	Omaha	0.35	0.34	...
#1 Yellow Corn	Francisville	0.37	0.37	...
#3 Wheat	Wichita	0.25	0.25	...
...	...	...	...	...

FIG. 11

Determine Candidate Offers to Farms - Control Flow

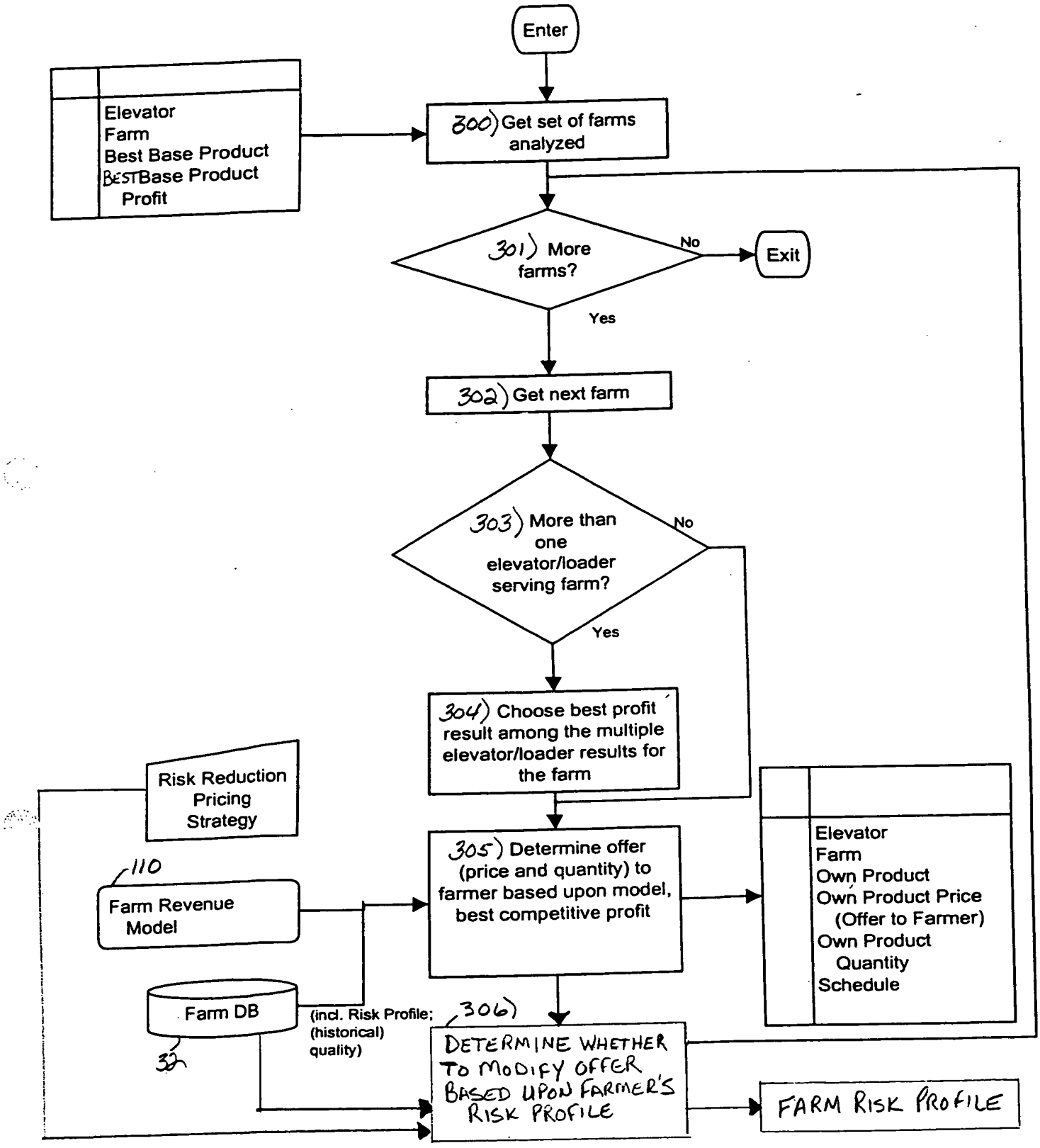

FIG. 12

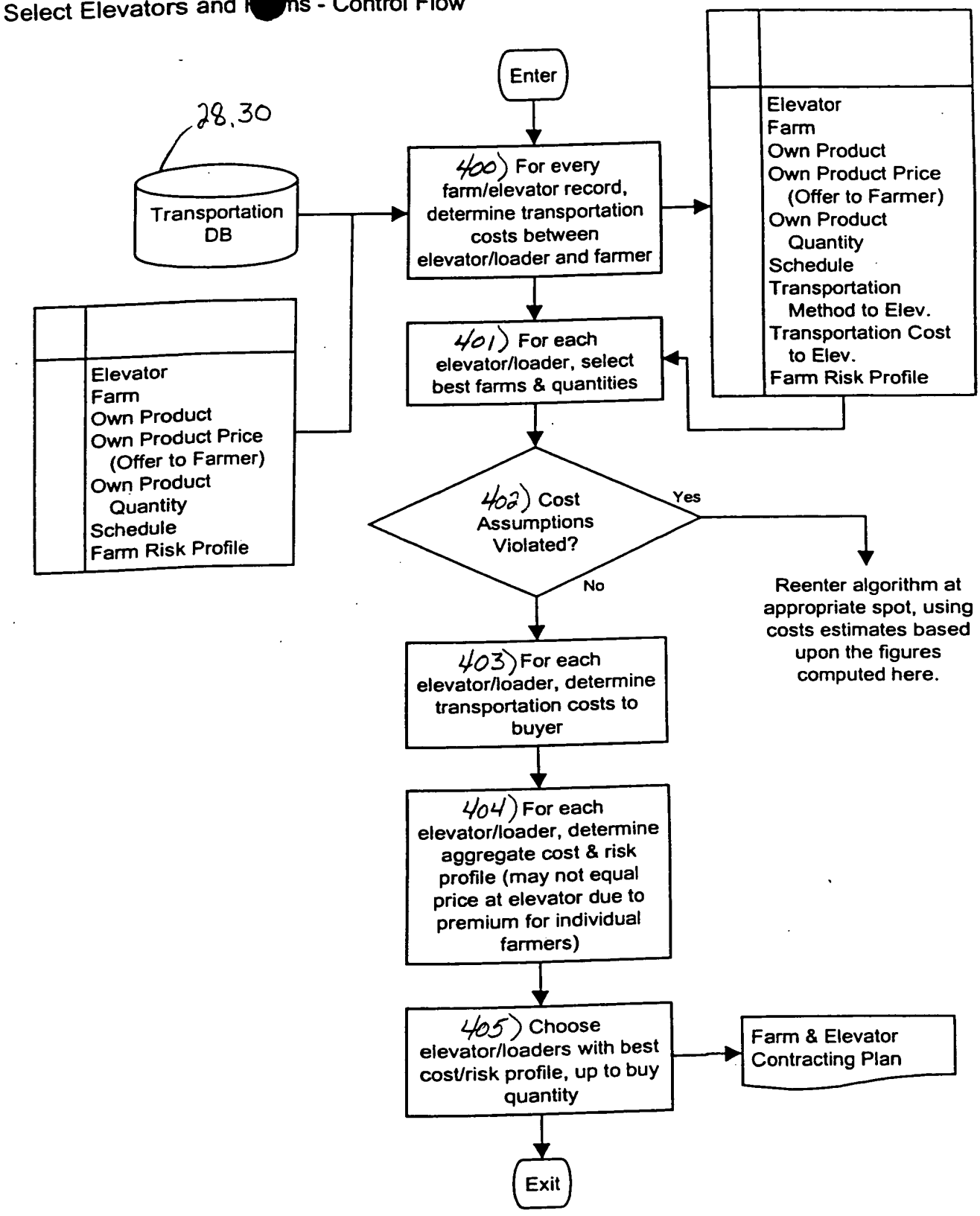
Select Elevators and Farms - Control Flow
Enter
28,30
Transportation DB
400) For every farm/elevator record, determine transportation costs between elevator/loader and farmer
Elevator
Farm
Own Product
Own Product Price (Offer to Farmer)
Own Product Quantity
Schedule
Transportation Method to Elev.
Transportation Cost to Elev.
Farm Risk Profile
401) For each elevator/loader, select best farms & quantities
Elevator
Farm
Own Product
Own Product Price (Offer to Farmer)
Own Product Quantity
Schedule
Farm Risk Profile
402) Cost Assumptions Violated?
Yes
No
Reenter algorithm at appropriate spot, using costs estimates based upon the figures computed here.
403) For each elevator/loader, determine transportation costs to buyer
404) For each elevator/loader, determine aggregate cost & risk profile (may not equal price at elevator due to premium for individual farmers)
405) Choose elevator/loaders with best cost/risk profile, up to buy quantity
Farm & Elevator Contracting Plan
Exit

FIG. 13

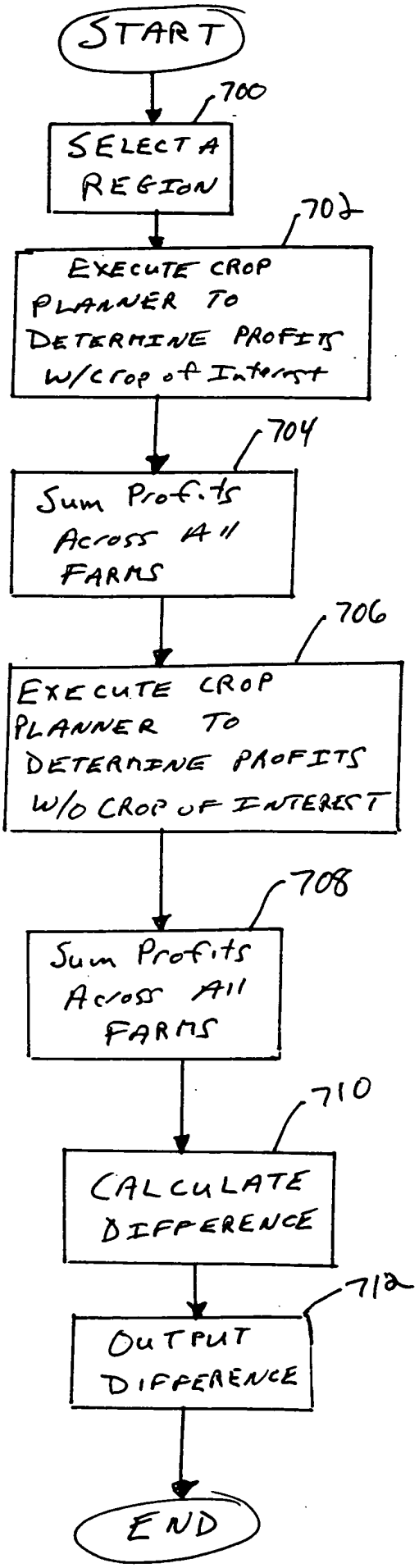
START
700
SELECT A REGION
702
EXECUTE CROP PLANNER TO DETERMINE PROFITS W/CROP of Interest
704
Sum Profits Across All FARMS
706
EXECUTE CROP PLANNER TO DETERMINE PROFITS W/O CROP OF INTEREST
708
Sum Profits Across All FARMS
710
CALCULATE DIFFERENCE
712
OUTPUT DIFFERENCE
END

FIG. 14

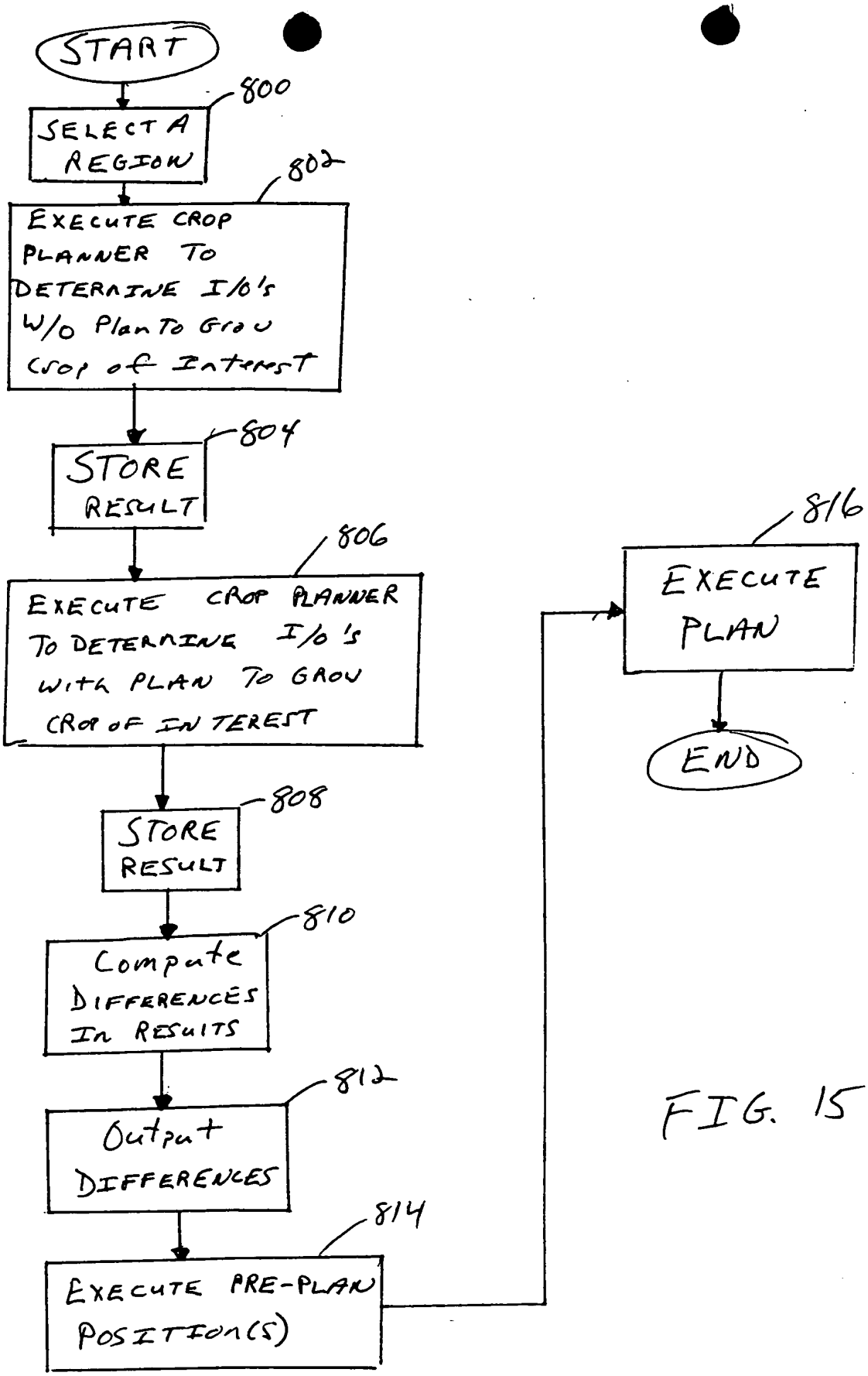
START
800
SELECT A REGION
802
EXECUTE CROP PLANNER TO DETERMINE I/O's W/O PLAN TO GROW CROP OF INTEREST
804
STORE RESULT
806
EXECUTE CROP PLANNER TO DETERMINE I/O's WITH PLAN TO GROW CROP OF INTEREST
808
STORE RESULT
810
Compute DIFFERENCES IN RESULTS
812
Output DIFFERENCES
814
EXECUTE PRE-PLAN POSITION(S)
816
EXECUTE PLAN
END

FIG. 15